

QUESTIONS TO ASK A NEW PROSPECT BEFORE VIEWING VIDEOS.

1. If you could be on your way to any health goal in the next 30, 60 , 90 days- what specifically would it be?
Why is that important to you right now?
2. Then state “Mary, I want to make sure (restate the answer #1)
3. How long have you wanted to achieve that goal? / How serious are you about achieving this goal on a scale of 1-10? (10 being the highest)
4. Who else in your life has watched you struggle with achieving this goal?
5. How much money have you spent to achieve this goal?/ What programs have you tried in the past?
6. Imagine you could have (restate their goal)
7. How is it going to feel when you achieve that goal?
8. What pant size do you feel the most comfortable/most healthiest? When was the last time you were that size?
9. How often do you eat out?
10. Do you eat 3 meals a day, skip meals, grab breakfast or lunch on the go?
11. Do you drink coffee? Energy drinks, soda?
12. How much water do you drink?
13. Do you have any health challenges or take any medications?
14. What do you currently do for a living? What do you love about what you do?
15. If you could be doing anything and could design your life, what would that look like?
16. If you had more time- what would you do with it?
17. I AM GOING TO DIRECT YOU TO SOME INFORMATION SO YOU CAN GET AN OVERVIEW OF HOW AND WHY THE PROGRAM WORKS. IS THERE ANY PARTICULAR INFORMATION YOU WOULD LIKE TO SEE? (SOME PEOPLE LIKE SEEING STORIES WHILE OTHERS LIKE THE SCIENCE) INSTEAD OF GUESSING ASK WHAT IS MOST IMPORTANT TO THEM SO THEY CAN MAKE A DECISION.

WRITE DOWN ANY QUESTIONS YOU MAY HAVE AND AFTER YOU HAVE VIEWED THE INFORMATION, THEN I’LL ANSWER ANY QUESTIONS YOU MAY HAVE.

DO YOU HAVE TIME TO VIEW THEM RIGHT NOW?

IF YES, BRING THEM TO WWW.HBTEAM.CO LEARN ABOUT ISAGENIX AND DIRECT TO VIDEOS AND

EXPLAIN IF THEY DON’T HAVE TIME THEN TO VIEW THEM YOU ASK “WHEN CAN YOU BE IN FRONT OF YOUR COMPUTER TO VIEW THEM?” THEN SET ANOTHER APPT TO ANSWER THEIR QUESTIONS AND GET THEM STARTED.

SPEAKING ASSUMPTIVELY:

Obviously: lowers resistance (choice & tastefully manner) language that is elegant and graceful

Obviously you want to lose weight.

Obviously Isagenix is a proven formula to get the results you’re looking for (health or financially)

Naturally: presuppose

Naturally, you will achieve your goals on our team

Naturally, you will lose more weight when you are on our program.

Instinctively: An internal person who relies on their instinct

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Listen, I don't have to tell you because **instinctively** you know this the right decision to take control of your health, so I'll stay out of it.

Intuitively: awareness that they have.

Intuitively, Susan you know that Isagenix will help you achieve your health, lifestyle or financial goals.

CLOSE: Take action or suffer the consequences.

1. You can either place your Isagenix order now, or stay stuck in this unhealthy cycle for the rest of your life. Which is better for you?
2. You told me how you struggle with _____. You can either get started to keep going the way you are going and _____. (their pain)